

OCT 23 1986

For Six Month Period Ending \_\_\_\_\_

(Insert date)

Name of Registrant Burson-Marsteller

Registration No. 2469

Business Address of Registrant 1850 M Street, NW  
Washington, DC 20036

I-REGISTRANT

1. Has there been a change in the information previously furnished in connection with the following:

(a) If an individual:

(1) Residence address	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(2) Citizenship	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(3) Occupation	Yes <input type="checkbox"/>	No <input type="checkbox"/>

(b) If an organization:

(1) Name	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(2) Ownership or control	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(3) Branch offices	Yes <input checked="" type="checkbox"/>	No <input type="checkbox"/>

2. Explain fully all changes, if any, indicated in item 1.

Burson-Marsteller closed offices in Cleveland, Houston and Orange County; the Dallas and Fort Worth offices were consolidated.

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, and 5.

3. Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period? Yes ☒ No ☐

If yes, furnish the following information:

Name

Position

Date Connection  
Ended

See Attachment I.

RECEIVED  
CRIMINAL DIVISION  
OCT 27 1986  
FEDERAL BUREAU OF INVESTIGATION  
SECTION 5  
REGISTRATION UNIT

4. Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?  
 Yes ☒ No ☐

If yes, furnish the following information:

Name	Residence Address	Citizenship	Position	Date Assumed
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See Attachment II.

5. Has any person named in Item 4 rendered services directly in furtherance of the interests of any foreign principal?  
 Yes ☒ No ☐

If yes, identify each such person and describe his services.

Marc Grossman coordinated San Francisco activities for the Government of Catalonia media tour

6. Have any employees or individuals other than officials, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period? Yes ☐ No ☐

If yes, furnish the following information:

Name	Position or connection	Date terminated
Jeffrey Hunt	Account Executive	7/18/86
Dean Mayer	Account Executive	7/22/86

7. During this 6 month reporting period, have any persons been hired as employees or in any other capacity by the registrant who rendered services to the registrant directly in furtherance of the interests of any foreign principal in other than a clerical or secretarial, or in a related or similar capacity? Yes ☒ No ☐

If yes, furnish the following information:

Name	Residence Address	Position or connection	Date connection began
Nunzio Pernicone	296 Rolling Hill Green Staten Island, NY 10312	Account Executive	8/17/86
Wendy Israel	215 E. 25th Street Apartment 2-A New York, NY 10010	Account Executive	5/5/86

## II—FOREIGN PRINCIPAL

(PAGE 3)

8. Has your connection with any foreign principal ended during this 6 month reporting period?

Yes ☒

No ☐

If yes, furnish the following information:

*Name of foreign principal*

*Date of Termination*

- Government of Catalonia
- LEG State Development Corp.

5/15/86

6/15/86

9. Have you acquired any new foreign principal<sup>1</sup> during this 6 month reporting period?

Yes ☒

No ☐

If yes, furnish following information:

*Name and address of foreign principal*

*Date acquired*

- Embratur/Brazilian Tourism Authority  
Rua Marize Barros  
13 Rio de Janeiro, Brazil

9/1/86

10. In addition to those named in Items 8 and 9, if any, list the foreign principals<sup>1</sup> whom you continued to represent during the 6 month reporting period.

- Seoul Olympic Organizing Committee; Petroleos de Venezuela, S.A.;
- Thomson, S.A.; Saudi Basic Industries Corp.

## III—ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 8, 9, and 10 of this statement? Yes ☒ No ☐

If yes, identify each such foreign principal and describe in full detail your activities and services:

See Attachments (s) III.

<sup>1</sup>The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual or organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9)).

A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those foreign principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity<sup>2</sup> as defined below?  
 Yes ☒ No ☐

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places of delivery, names of speakers and subject matter.

Burson-Marsteller, in its role as a public relations agency, occasionally sends out press releases to trade magazines, business publications and general interest media for Saudi Basic Industries Corp. and the Seoul Olympic Organizing Committee. These, respectively, deal with the petrochemical market and general Olympic news.

13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals? Yes ☐ No ☒

If yes, describe fully.

<sup>2</sup>The term "political activities" means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

## IV—FINANCIAL INFORMATION

## 14. (a) RECEIPTS—MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes ☒ No ☐

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.<sup>3</sup>

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
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See Attachment IV.

\$1,465,472.75

Total

## (b) RECEIPTS—THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value<sup>4</sup> other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal? Yes ☐ No ☒

If yes, furnish the following information:

<i>Name of foreign principal</i>	<i>Date received</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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<sup>3</sup>A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. See Rule 201(e).

<sup>4</sup>Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

## 15. (a) DISBURSEMENTS—MONIES

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 8, 9 and 10 of this statement?      Yes ☒      No ☐

(2) transmitted monies to any such foreign principal?      Yes ☐      No ☒

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

<i>Date</i>	<i>To Whom</i>	<i>Purpose</i>	<i>Amount</i>
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See Attachment V.

\$185,160.64

Total

## 15. (b) DISBURSEMENTS—THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value<sup>5</sup> other than money in furtherance of or in connection with activities on behalf of any foreign principal named in items 8, 9 and 10 of this statement?

Yes ☐ No ☒

If yes, furnish the following information:

<i>Date disposed</i>	<i>Name of person to whom given</i>	<i>On behalf of what foreign principal</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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See Attachment VI.

## (c) DISBURSEMENTS—POLITICAL CONTRIBUTIONS

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value<sup>5</sup> in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes ☒ No ☐

If yes, furnish the following information:

<i>Date</i>	<i>Amount or thing of value</i>	<i>Name of political organization</i>	<i>Name of candidate</i>
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## V—POLITICAL PROPAGANDA

(Section 1(j) of the Act defines "political propaganda" as including any oral, visual, graphic, written, pictorial, or other communication or expression by any person (1) which is reasonably adapted to, or which the person disseminating the same believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, or in any other way influence a recipient or any section of the public within the United States with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party or with reference to the foreign policies of the United States or promote in the United States racial, religious, or social dissensions, or (2) which advocates, advises, instigates, or promotes any racial, social, political, or religious disorder, civil riot, or other conflict involving the use of force or violence in any other American republic or the overthrow of any government or political subdivision of any other American republic by any means involving the use of force or violence.)

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any political propaganda as defined above? Yes ☒ No ☐

IF YES, RESPOND TO THE REMAINING ITEMS IN THIS SECTION V.

17. Identify each such foreign principal.

Saudi Basic Industries Corp.; Seoul Olympic Organizing Committee

<sup>5</sup>Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating political propaganda? Yes ☐ No ☒ \*

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

- \* Burson-Marsteller's contract with SABIC has an overall media relations budget of which dissemination activities are but one element.

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of political propaganda include the use of any of the following:

☒ Radio or TV broadcasts    ☐ Magazine or newspaper articles    ☐ Motion picture films    ☐ Letters or telegrams  
☐ Advertising campaigns    ☒ Press releases    ☒ Pamphlets or other publications    ☐ Lectures or speeches

☐ Other (specify) \_\_\_\_\_

20. During this 6 month reporting period, did you disseminate or cause to be disseminated political propaganda among any of the following groups:

☐ Public Officials    ☒ Newspapers    ☐ Libraries  
☐ Legislators    ☒ Editors    ☐ Educational institutions  
☐ Government agencies    ☐ Civic groups or associations    ☐ Nationality groups  
☐ Other (specify) \_\_\_\_\_

21. What language was used in this political propaganda:

☒ English    ☐ Other (specify) \_\_\_\_\_

22. Did you file with the Registration Section, U.S. Department of Justice, two copies of each item of political propaganda material disseminated or caused to be disseminated during this 6 month reporting period? Yes ☒ No ☐

23. Did you label each item of such political propaganda material with the statement required by Section 4(b) of the Act? Yes ☒ No ☐

24. Did you file with the Registration Section, U.S. Department of Justice, a Dissemination Report for each item of such political propaganda material as required by Rule 401 under the Act? Yes ☒ No ☐

## VI—EXHIBITS AND ATTACHMENTS

### 25. EXHIBITS A AND B

- (a) Have you filed for each of the newly acquired foreign principals in Item 9 the following:

Exhibit A<sup>6</sup>    Yes ☒    No ☐  
 Exhibit B<sup>7</sup>    Yes ☒    No ☐

If no, please attach the required exhibit.

- (b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period? Yes ☒ No ☐

If yes, have you filed an amendment to these exhibits? Yes ☒ No ☐

If no, please attach the required amendment.

<sup>6</sup>The Exhibit A, which is filed on Form CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.

<sup>7</sup>The Exhibit B, which is filed on Form CRM-155 (Formerly OBD-65) sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.



26. EXHIBIT C

(PAGE 9)

If you have previously filed an Exhibit C<sup>8</sup>, state whether any changes therein have occurred during this 6 month reporting period. Yes ☐ No ☒

If yes, have you filed an amendment to the Exhibit C? Yes ☐ No ☐

If no, please attach the required amendment.

27. SHORT FORM REGISTRATION STATEMENT

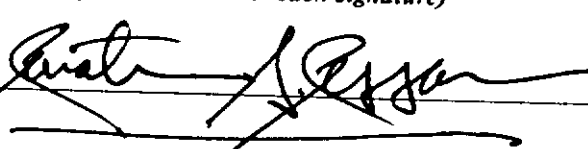
Have short form registration statements been filed by all of the persons named in Items 5 and 7 of the supplemental statement? Yes ☒ No ☐

If no, list names of persons who have not filed the required statement.

The undersigned swear(s) or affirm(s) that he has (they have) read the information set forth in this registration statement and the attached exhibits and that he is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in attached Short Form Registration Statement, if any, insofar as such information is not within his (their) personal knowledge.

(Type or print name under each signature)

(Both copies of this statement shall be signed and sworn to before a notary public or other person authorized to administer oaths by the agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions who are in the United States, if the registrant is an organization.)

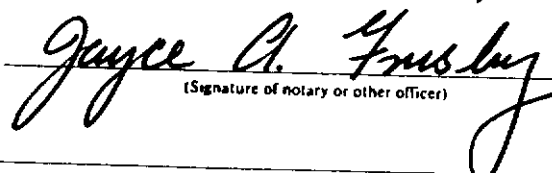
  
Jonathan S. Jessar

Senior Vice President, General Manager

Subscribed and sworn to before me at

District of Columbia

this 24th day of November, 19 86

  
(Signature of notary or other officer)

<sup>8</sup>The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, constitution, and bylaws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, Criminal Division, Internal Security Section, U.S. Department of Justice, Washington, D.C. 20530.)

JOYCE A. FRISBY

My Commission Expires October 14, 1991  
Notary Public of the District of Columbia

OFFICER TERMINATIONS  
APRIL 24 - OCTOBER 23

<u>NAME</u>	<u>TITLE</u>	<u>TERMINATION DATE</u>
Jane Beale	V.P.	8/15/86
Joseph Charest	V.P.	5/30/86
Harry Clark	V.P.	6/20/86
Jay Clark	V.P.	7/15/86
Claude Gianino	V.P.	6/30/86
Richard Grove	V.P.	8/15/86
Robert Harris	V.P.	5/30/86
Michael Jones	Sr.V.P.	4/25/86
Charles Lutz	V.P.	6/13/86
Robert Marquis	Sr.V.P.	8/01/86
David McMullen	V.P.	9/30/86
Murray Mitchneck	V.P.	9/30/86
Harry Mote	V.P.	5/31/86
Paula Petti-Schonberg	V.P.	9/30/86
Chet Placek	V.P.	8/29/86
Sherry Saunders	V.P.	8/15/86
Brian Scruby	V.P.	5/30/86
Ann Simon	V.P.	9/05/86
Rene White	Sr.V.P.	6/30/86

11/13/86

**Burson-Marsteller****OFFICER ADDITIONS**  
**April 24 - October 23**

<u>NAME &amp; ADDRESS</u>	<u>TITLE</u>	<u>ASSUMED</u>	<u>CITIZENSHIP</u>
Gary Auxier 1618 Florida Avenue NW Washington, D.C. 20009	V.P.	6/22/86	U.S.
Mark Bain 211 Warren Street Brooklyn, NY 11201	V.P.	6/22/86	U.S.
Marvadene Brock 95 Sixth Avenue Brooklyn, NY 11217	V.P.	6/22/86	U.S.
Lynn Brockman 205 Countryside Lane Smyrna, GA 30080	V.P.	6/01/86	U.S.
Marilyn Castaldi 1175 York Avenue New York, NY 10021	V.P.	6/22/86	U.S.
Lonnie Chenkin 1135 South Swall Drive Los Angeles, CA 90035	V.P.	6/22/86	U.S.
Lee Davies 801 West End Avenue New York, NY 10025	V.P.	6/22/86	U.S.
Jill Dominique 11687 Montana Avenue #310 Los Angeles, CA 90049	V.P.	6/22/86	U.S.
Dennis Duffy 11 Weston Hill Road Riverside, CT 06878	V.P.	7/01/86	U.S.
Maureen Flynn 225 East 74th Street New York, NY 10021	V.P.	6/22/86	U.S.

11/13/86

Marc Grossman 22 15th Avenue San Francisco, CA 94118	V.P.	6/22/86	U.S.
Joanne Iarocci 105 East 15th Street New York, NY 10003	V.P.	6/22/86	U.S.
Lawrence Kurtz 2240 Divisadero San Francisco, CA 94115	V.P.	6/22/86	U.S.
Kathleen McGreevy 77 Park Avenue 15E New York, NY 10016	V.P.	6/22/86	U.S.
Thomas McNulty 76 Main Street West Middletown, PA 15379	V.P.	6/22/86	U.S.
Anthony Miller c/o Burson-Marsteller 2041 Mission College Blvd. Suite 245 Santa Clara, CA 95054	V.P.	7/01/86	U.S.
Stephanie Sacks 210 East 15th Street #7L New York, NY 10014	V.P.	6/22/86	U.S.
Nancy Wildfeir 229 East 29th Street New York, NY 10016	V.P.	6/22/86	U.S.
Edie Wilson 253 West 72nd Street New York, NY 10028	V.P.	6/22/86	U.S.
Linda Wolff 6227 North Seeley Avenue Chicago, IL 60645	V.P.	6/22/86	U.S.

Attachment III

- LEG State Development Corp.  
through a subcontract with the  
Richard V. Allen Co.  
Activities Report  
April 24 -- October 23, 1986

June, 1986

- o Created media advisory.
- o Sent media advisory to daybooks.
- o Made follow-up phone calls to all contacts on media list.
- o Attended event and manned press sign-in table.
- o Counseled the Richard V. Allen Co. on usefulness of media clipping services and made recommendations.
- o Completed administrative activities; account terminated.

Thomson-CSF  
Activities Report  
24 April - 23 October, 1986

24 April - 15 May, 1986

- o Designed exhibit booth and product display for client's participation in Armed Forces exhibition in Huntsville, AL.
- o Designed and produced divisional brochure for client.
- o Media monitoring.
- o Wrote press release on client participation in Huntsville show.
- o General communications counseling.

16 May - 15 June, 1986

- o Arranged exhibit booth for client's participation in trade exhibition, attended exhibition, reported on awareness of client's presence at show.
- o Wrote press backgrounders on client divisions, products and activities.
- o Arranged interviews for Thomson executive with members of military trade press.
- o Conducted research on military and defense trade associations and their annual programs.
- o Developed and presented long-term communications program for client.
- o General communications counseling.
- o Media monitoring.

16 June - 15 July, 1986

- o Monitored press coverage resulting from interviews, arranged further interviews with trade publications.
- o Prepared press contact lists for distribution of press releases and materials.
- o Rewrote background material on company activities.
- o Obtained promotional material from other defense manufacturers.
- o General communications counseling.

16 July - 15 August, 1986

- o Monitored and sent to client media coverage of client activities, results of interviews and related industry news.
- o General communications counseling.
- o Arranged for placement of advertising in trade publications.
- o Began planning for press trip to client facilities in France.

16 August - 15 September, 1986

- o Contacted U.S. journalists re client's presence at Farnborough Air Show.
- o Attended show, coordinated presentations for client press conference.
- o Reported on client booth and messages, evaluated other companies' booths.
- o Invited journalists to participate in press trip to France.
- o Advised client on planning of press trip activities, presentations, and collateral materials.
- o Designed and produced advertisement, made reservations in industry publications.

16 September - 23 October, 1986

- o Coordinated and participated in press tour to France to view client facilities.
- o Wrote background materials for distribution to journalists.
- o Followed up with journalists who participated in press tour to ascertain perceptions of company.
- o Edited clients's divisional brochure.

Attachment III

Embratur  
Activities Report  
24 April - 23 October, 1986

24 April - 15 June 1986

no activities

16 June - 15 July, 1986

- o Start-up account activities, including: contract and budget arrangements, counseling on general communications strategy.

16 July - 15 August, 1986

- o Begin to obtain materials for news bureau. Collect brochures and collateral materials on Brazil.
- o Plan media strategy.
- o Coordinated client presentation to the travel trade, including audio-visual program on tourism.

16 August - 15 September, 1986

- o Arranged Miss Ipanema contest in New York as part of Brazil Day activities.
- o Contact with travel writers regarding information on and travel to Brazil.
- o Developed story ideas and pursued other media opportunities.
- o Continued to gather information on Brazil.
- o Began planning for future press trips to Brazil.
- o Monitored U.S. media for coverage of Brazil.



16 September - 23 October, 1986

- o Wrote background material on cities and regions in Brazil for press kit.
- o Arranged interviews for client representative at trade show.
- o Developed media lists for travel writers and editors.
- o Answered inquiries from travel writers regarding travel to Brazil.
- o Planned two press trips to Brazil for November and December for U.S. travel writers.
- o Monitored U.S. media for coverage of Brazil.
- o Distributed press releases on airfare and travel to Brazil.
- o Distributed press release on Miss Ipanema contest sponsored by client.
- o Account review with client in Rio and New York.

Attachment III

- Government of Catalonia  
through Gene y Asociados  
Activities Report  
April 24 -- October 23, 1986

April 1 -- May 13, 1986

New York

- o Counseled client during initial meetings in New York regarding U.S. media relations, including the need for specific "news hooks" in each media market, contents of press kit, biographical information on the president and his party, etc.
- o Once agency obtained complete schedule for President Pujol's trip, briefed B-M offices in Washington, Los Angeles and San Francisco on the purpose of the visit, media objectives, etc.
- o Assigned specific personnel in each of the B-M offices listed above to coordinate local activities, such as press conferences, media alerts, press follow-up, economic seminar, etc.
- o Maintained daily contact with each B-M office involved in project to monitor on-going activities, media coverage, etc.
- o Maintained contact with G & A to brief on activities in each B-M office.
- o Coordinated all internal administrative details of project, including activities reports, conference reports, billing, etc.

Washington

- o Coordinated 4/26 press briefing for President Pujol with local media, including initial contact with media, room arrangements, refreshments, etc. Press briefing followed formal press conference initiated by G & A the night before.
- o Developed and released two "daybook" announcements of the press briefing for the Washington media.

San Francisco

- o Coordinated with Bank of America representative Jack Ross on an economic seminar on Catalonia for business leaders in San Francisco. B-M's efforts include providing Ross with lists of the top 100 Bay Area businesses, leading accounting firms and our clients; handled printing and mailing of 1,300 invitations to top executives; made follow-up phone calls to 150 of the businessmen invited to the seminar; and served as the reservation center, receiving the names of all those planning to attend and calling them into Ross.
- o Duplicated and distributed press materials to all media.
- o Developed and distributed four media alerts in conjunction with presidential meeting outlined above.
- o Attended all major functions, including presidential reception in Monterey, Bank of America Seminar, etc.
- o Maintained close contact with G & A throughout the president's visit to update information on media interviews, Bank of America Seminar, media coverage in Monterey, etc.

Los Angeles

- o Contacted local Los Angeles media to arrange media coverage of meeting; reproduced and distributed Catalonia press kit to the media.
- o Developed and distributed media alert to local press and national news bureaus.
- o Discussed media contact with representatives for Security Pacific to insure efforts were not duplicated. Also discussed media strategy with representatives from Disney.

Attachment III

Saudi Basic Industries Corporation (SABIC)  
Activities Report  
April 24 -- October 23, 1986

April 24 -- May 23, 1986

- o Worked closely with petrochemical trade editor to develop cover story on SABIC and the EEC.
- o Surveyed to 15 chemical and plastics trade publications to discover the kind of information they are looking for regarding SABIC.
- o Wrote editorial by-lined by SABIC executive on SABIC's success with the joint venture approach.
- o Updated SABIC U.S. media list.
- o Distributed two press releases.
- o Discussed three feature stories to various trade publications.
- o Continued on-going news bureau activities which included information gathering to generate stories and articles for SABIC. Maintained contact with editors of trade and business publications.

May 24 -- June 23, 1986

- o Conducted detailed analysis of the polyvinyl chloride market to gather background information for press releases and for SABIC's marketing arm. Summarized results for SABIC.
- o Completed editorial survey begun last month.
- o Developed feasible production schedule for SABIC corporate video.
- o Analyzed SABIC's position in the global market in terms of manufacturing, pricing, supply and demand patterns.
- o Gathered several case histories, summarized them individually and as a genre of article. Submitted findings to SABIC.

- o Responded to editorial inquiries regarding SABIC's plans for a U.S. sales office.
- o Analyzed the SABIC-written release on SABIC's 1985 profits and sent analysis to SABIC.

June 24 -- July 23, 1986

- o Worked closely with editor of chemical trade publication to place SABIC article.
- o Wrote press release on trends in global polyvinyl chloride consumption.
- o Revised and distributed release on SABIC's presence at international trade show.
- o Responded to editorial requests regarding SABIC's activities in the polyethylene market.
- o Discussed feature story to packaging trade magazine. Decided to shorten story and disseminate to general mailing.
- o Maintained close editorial contacts with relevant trade media.
- o Requested additional copies of SABIC annual report, based on editorial inquiries.

July 24 -- August 23, 1986

- o Investigated editorial awareness of 1986 World Chemical Congress in California where Dr. Al-Jarbou spoke.
- o Drafted five press releases and sent to SABIC for approval.
- o Relayed information from SABIC regarding polyethylene pricing to interested trade editor.
- o Submitted feature story on SABIC affiliate to chemical trade publication.
- o Surveyed editors from major U.S. plastics and chemical trade publications regarding activities, press conferences and other events sponsored by exhibitors at international trade show.
- o Continued on-going contact with advertising sales representatives from relevant SABIC media.
- o Maintained personal contact with editors of trade publications to monitor media sentiment toward SABIC.

August 24 -- September 23, 1986

- o Distributed six press releases to national trade media.
- o Responded to five editorial requests for more information about SABIC and its facilities.
- o Provided information from SABIC Consolidated Statement of Income and Consolidated Balance sheet for the first half of 1986 to several close SABIC trade media contacts.
- o Prepared comprehensive document explaining and evaluating large sample of recent SABIC-related articles. Drafted recommendations based on this analysis.
- o Updated U.S. media list.
- o Researched and wrote three photo "featurettes" of SABIC visuals planned for later distribution.
- o Initiated discussions for new SABIC ad campaign program.
- o Maintained personal contact with editors of trade publications to monitor media sentiment.

September 24 -- October 23, 1986

- o Implemented changes, per request of SABIC, in press kit.
- o Continued updating U.S. portion of worldwide media list.
- o Investigated placement opportunities for joint venture article in trade publications.
- o Wrote and distributed four press releases.
- o Selected photos to accompany releases.
- o Met with U.S. Consul General stationed in Saudi Arabia to discuss B-M activities on behalf of SABIC and exchange ideas on Saudi Arabia and its customs.
- o Responded to editorial questions from trade editors.
- o Re-designed new SABIC press kit cover.
- o Continued work on translating and perfecting corporate video.
- o Continued to plan SABIC advertising campaign.

Attachment III

• Petroleos de Venezuela, S.A.  
Activities Report  
April 24 -- October 23, 1986

April 24 -- May 15, 1986

- o Worked with client to plan press trip to Venezuela in June, including selection of journalists and proposed activities. Trip cancelled in early May.
- o Provided video and film budget estimate for professional scripting and dubbing in English of a documentary.
- o Obtained list of seminar participants from seminar sponsors.
- o Conferred with client about media reports in U.S. and Venezuela.

May 16 -- June 15, 1986

- o Discussed two crisis issues in Venezuela; prepared detailed recommendations focusing on preparations and immediate actions.
- o Discussed proposed client-prepared newsletter, and composition of newsletter mailing list.
- o Prepared list of influential people who attend client seminars in Washington, D.C. and New York to add to newsletter mailing list.
- o Arranged for manufacture of logo lapel pins for New York-based client.
- o Conferred with client about media reports in U.S. and Venezuela; forwarded special articles as they appeared.

June 16 -- July 15, 1986

- o Periodically spoke with journalists who participated in October 1985 press trip; served as liaison, forwarding questions to PDVSA officials for answering.
- o Talked with client's New York-based law firm to obtain update on Texas legal suit.
- o Ordered and forwarded special publications requested by client, including U.N. and private oil company studies.
- o Met with human resources department to discuss possible employee communications activities.
- o Submitted budget for speaker training program for directors of subsidiary.
- o Conferred with client about media reports in U.S. and Venezuela.

July 16 -- August 15, 1986

- o Served as liaison between technical oil writer and client, forwarding technical questions and answers for a paper the writer was preparing.
- o Contacted major oil publication to inquire about by-line article client submitted last spring.
- o At request of another oil publication, arranged for client to call journalist from Caracas for phone interview.
- o Researched background of major media journalist scheduled to visit Caracas.
- o Met with client's legal firm to discuss law suit progress.
- o Ordered and forwarded energy publications requested by client.
- o Prepared document on employee communications for client's human resources department.
- o Drafted and revised press release announcing the retirement of the head of the New York office and the appointment of his successor; submitted for approval.
- o Conferred with client about media reports in U.S. and Venezuela.



August 16 -- September 15, 1986

- o Monitored news for stories from energy conference at Southern Methodist University.
- o Updated media list.
- o Prepared explanation of clipping service, its major publications focus and its importance and reputation.
- o Discussed composition and compilation of newsletter mailing list; coordinated categories with New York-based client.
- o Supplied New York-based client with press release announcing the retirement/new successor of the head of the office, plus the list of appropriate journalists for distribution.
- o Aided client with color match and counseling for logo of new subsidiary.
- o Conferred with client about media reports in U.S. and Venezuela.

September 16 -- October 23, 1986

- o Attended luncheon of Venezuelan American Association, at which head of New York office was featured speaker.
- o Finished compiling requested categories for newsletter mailing list.
- o Discussed newsletter design; counseled on changes in address panel to facilitate flow through the U.S. mail system.
- o Arranged to obtain copies of special issue of a major oil publication that contained a by-lined article prepared by the client.
- o Began coordinating Caracas and New York input for an exhibit at the American Petroleum Institute annual meeting; exhibit subsequently cancelled.
- o Monitored and reported on client joint venture agreement announcement.
- o Set up tentative dates in mid-December for speaker training for a subsidiary.
- o Conferred with client about media reports in U.S. and Venezuela.

Attachment III

- . Seoul Olympic Organizing Committee (SLOOC)  
Activities Report  
April 24 -- October 23, 1986

April 24 -- May 15, 1986

- o Helped with press room activities during Association of National Olympic Committees' (ANOC) meetings in Seoul by writing news releases, feature stories, media advisories and photography supervision.
- o Obtained and submitted to Seoul several news stories.
- o Obtained and submitted to Seoul story on Olympic soccer.
- o Submitted to Seoul world-wide monitoring results.
- o Discussed with producers final production plans for video news releases.
- o Discussed possible features with major media.
- o Submitted press material to European media.
- o Submitted to Seoul for approval August, September and October radio scripts.
- o Submitted to Seoul for approval Olympic Mascot feature.
- o Submitted to Seoul tapes of May radio release.
- o Began internal discussions on Olympic sculpture/music festivals request from Seoul.

May 16 -- June 15, 1986

- o Maintained contact with appropriate media.
- o Submitted to Seoul additional list of international amateur and professional athletic organizations and college publications.

- o Submitted to Seoul world monitoring material.
- o Obtained and submitted to Seoul tae kwon do AP article.
- o Arranged meetings with major media to discuss possibilities and articles.
- o Contacted civic organization re: possibility of Dr. Lee Ha-woo presentation.
- o Coordinated creative session re: Torch Relay proposal.
- o Edited news release for second quarter distribution.
- o Distributed Olympic Park dedication story to more than 500 newsrooms electronically.
- o Edited video news release for third quarter distribution.
- o Submitted to Seoul April radio release audience analysis.
- o Distributed June radio release to more than 2,000 stations in North America via satellite.
- o Submitted to Seoul tape of above.
- o Distributed electronically May national news release to more than 500 newsrooms. Submitted copy to Seoul.
- o Obtained copies of Olympic Park dedication stories and submitted to Seoul.
- o Discussed with journalist visit to Seoul and informed Seoul of suggested dates. Later finalized these plans.
- o Sent letter to Seoul requesting journalistic-quality photos on venues.
- o Discussed tickets for 1988 Olympics with the U.S. Olympic Committee; requested information from Seoul.
- o Arranged for wire to run photo; sent same to Seoul for caption approval and photo approval.
- o Obtained wire commitment for larger photo layout subject to quality photos being submitted.
- o Met with television network to discuss publicity possibilities and publicity coordination.

- o Submitted to wire Olympic Mascot feature.
- o Submitted background material to network on Asian and Olympic Games; discussed coverage of Asian Games.
- o Provided information to media.
- o Distributed via Sport NewSatellite second quarter video news release.

June 16 -- July 15, 1986

- o Maintained contact with appropriate media.
- o Submitted to Seoul tapes of first video news release.
- o Submitted to Seoul world press monitoring results.
- o Obtained column of Olympic Park dedication and submitted to Seoul.
- o Submitted to Seoul satellite feed positioning tape of first video news release.
- o Began drafting third and fourth video news release treatment suggestions.
- o H. Burson to Seoul for discussions with SLOOC officials on various matters including development of Torch Relay proposal.
- o Presented Torch Relay proposal to SLOOC officials.
- o Discussed possibilities of television feature on Korean Marathon Champion, Mr. Son.
- o Discussed taping of August, September and October radio scripts with producers.
- o Reviewed taping of August, September and October radio scripts after recording.
- o Obtained transcript of television news press briefing regarding Olympic plans and submitted to Seoul.
- o Reviewed new footage from Seoul for possible use in future video news release.
- o Discussed possibilities with major media.

- o Obtained Olympic soccer story and submitted to Seoul.
- o Submitted Mr. Son material to television network for consideration as feature.
- o Met with radio producers re: 60-second radio interview feature quote from Minister Park.
- o Began drafting radio interview scripts for approval.
- o Submitted Torch Relay talking points to Seoul.
- o H. Burson meeting with possible Torch Relay sponsor.
- o Submitted Olympic swimming pool release to wire.
- o Distributed China/Asian Games release to more than 500 newsrooms electronically.
- o Began drafting comprehensive Torch Relay plans.
- o A. Solomon meeting with client, B-M/Seoul during visit to Korea for various discussions.

July 16 -- August 15, 1986

- o Sent to Seoul six copies of video news release #1 for distribution to English-speaking countries in Asia.
- o Distributed July national news release electronically to more than 500 newsrooms.
- o Distributed July radio feature via satellite to 2,000 wire newsrooms.
- o Attended VISA/ISL/NBC-TV press conference with Ambassador Chyun.
- o Arranged and attended wire interviews with Ambassador Chyun.
- o Discussed with B-M/Washington possible speech opportunity for President Park.
- o Submitted to B-M/Seoul USOC July newsletter editorial and letter of future activities with USOC.
- o Submitted "space age" swimming pool release to wire.
- o Submitted traffic photo to wire.

- o Submitted to Seoul two radio scripts for approval.
- o Submitted to Seoul recommendation on visiting journalist request.
- o Followed up wire interviews with Ambassador Chyun of SLOOC.
- o Followed up mascot story with wire.
- o Drafted preliminary op-ed article for discussion purposes with wire editor.
- o Obtained traffic police wire photo and submitted to Seoul.
- o Submitted marathon story to major media and through electronic distribution to more than 500 additional newsrooms.
- o Obtained and submitted to Seoul wire column/interviews with Ambassador Chyun.
- o Discussed with network visit to Seoul re: Olympics planning.
- o Distributed August radio feed through satellite to more than 2,000 wire radio stations.
- o Submitted to Seoul copies of August radio feed.
- o Contacted wire radio news desk re: needs for Olympic, Asian Games coverage; submitted all material generated from beginning of 1986.
- o Met with wire to discuss draft of op-ed by President Park.
- o Distributed marketing release for placement to all European offices, Brazil and Mexico and electronically to more than 500 newsrooms.
- o Began creative development for November, December radio release.

August 16 -- September 15, 1986

- o Obtained marketing story clipping and submitted to Seoul.
- o Continued contact with major media re: Asian Games/two year's before Olympics story possibilities.
- o Distributed second video news release via Sports NewSatellite to approximately 130 stations covering 80 percent of the U.S.
- o Submitted tapes of above to Seoul.
- o Submitted "civilization" program material to Seoul re: Torch Relay.
- o Distributed Asian drug/doping release electronically to more than 500 newsrooms.
- o Obtained Asian Games drug testing story from wires and submitted to Seoul.
- o Checked with USOC speech writer.
- o Attended Sports Summit with USOC speech writer.
- o Submitted Helmick (USOC president) speech to Seoul.
- o Publicized comment from Helmick re: Seoul Olympics.
- o Obtained wire story and submitted to Seoul.
- o Submitted to Seoul suggested treatment for third video news release.
- o Submitted to Seoul tracking estimates of August, September satellite radio feed.
- o Discussed information needed for November radio satellite feed with ISL Marketing.
- o Discussed with B-M/Frankfurt needed information for journalist request re: marketing release.
- o Obtained LAOC information for above and requested Seoul obtain SLOOC data.
- o Obtained SLOOC data re: above and submitted with LAO information to B-M/Frankfurt.
- o Distributed Boston Marathon/Asian Games Torch Relay story electronically to more than 500 newsrooms.
- o Obtained wire stories re: above and submitted to Seoul.

- o Completed drafts of November and December radio scripts and submitted to Seoul for approval.
- o Obtained EXCELSIOR (Mexico) marketing story and submitted to Seoul.
- o Distributed September radio release via satellite to 2,000 wire radio stations.
- o Distributed "Turning Point for Olympics ... " release electronically.
- o Obtained EXPANSION (Spain) marketing story and submitted to Seoul.
- o Provided Asian Games participating countries to television network.
- o Distributed "Asia's Sporting Best ... " release electronically to more than 500 newsrooms.
- o Attended Asian Games. Helped with press activities, met with SLOOC officials.
- o Contacted Seoul for marketing information.
- o Provided photo to B-M/Milan re: marketing story.

September 16 -- October 23, 1986

- o Attended Asian Games and helped with press office work during the period.



# Burson-Marsteller

Attachment(s) IV

B-M

CLIENT: 01100 -- PETROLEOS DE VENEZUELA

<u>Check #</u>	<u>Date Banked</u>	<u>Invoice # Paid</u>	<u>Amount</u>
WIRE 072384	6/3/86	NY239505	\$ 20,121.54
WIRE 79300	6/24/86	NY240277	9,844.89
		NY440076	10,026.77
WIRE 015583	8/12/86	NY240458	911.50
		NY640457	10,166.00
WIRE 05470	8/19/86	NY240850	10,561.04
WIRE 07149	9/9/86	NY242040	11,125.93
WIRE 06115	10/7/86	NY242202	10,938.87

CLIENT: 00744 -- SAUDI BASIC INDUSTRIES CORP.

<u>Check #</u>	<u>Date Banked</u>	<u>Invoice # Paid</u>	<u>Amount</u>
WIRE 002452	5/12/86	CA001095	\$ 6,193.13
		NY239027	24,852.50
		NY239431	81,085.50
		NY239727	14,901.25
		NY239728	325.30
WIRE 01398	6/6/86	NY239431	\$ 25,432.00
		NY239827	59,318.00
		NY239828	4,340.00
		NY239845	21,291.33
		NY239846	8,120.80
WIRE 37902	7/3/86	CA001105	\$ 1,930.00
		NY239827	32,462.00
		NY240264	52,287.50
		NY240265	6,030.00
		NY240284	16,337.29
		NY240285	3,776.93
WIRE 35995	7/16/86	NY240264	\$ 56,610.00
		NY240689	15,835.36
		NY240690	2,137.00
		NY241082	3,701.25
WIRE 28073	9/4/86	CA001117	\$ 2,337.50
		D1240043	3,072.78
		NY240043	10,428.10
		NY240044	213.27
		NY240944	17,470.00
		NY240945	1,330.00
		NY241081	74,102.50
WIRE 104272	9/19/86	CA001122	\$ 200.00
		NY240045	878.66
		NY240046	74.89
		NY240048	25,976.25
		NY240049	13,337.46
		NY240050	335.23
		NY241221	4,311.25
WIRE 08915	10/22/86	D1240047	\$ 22,631.25
		NY240047	40,403.75
		NY241220	41,022.50

• CLIENT: 01518 -- SEOUL OLYMPIC ORGANIZING COMMITTEE

<u>Check #</u>	<u>Date Banked</u>	<u>Invoice # Paid</u>	<u>Amount</u>
WIRE 000617	4/29/86	NY239618	\$300,000.00
WIRE 77060	7/24/86	NY240801	300,000.00

. CLIENT: 01277 -- THOMPSON CSP, INC.

<u>Check #</u>	<u>Date Banked</u>	<u>Invoice # Paid</u>	<u>Amount</u>
0032286	5/12/86	00238662	\$ 6,213.73
0032559	6/9/86	00238147	28,761.83
0032723	6/23/86	NY239657	1,922.92
808	7/17/86	NY640118	19,005.00
0033345	8/25/86	NY240500	207.80
		WA011193	275.00
336	9/12/86	NY639656	3,633.21

CLIENT: 08247 -- EMBRATUR

<u>Check #</u>	<u>Date Banked</u>	<u>Invoice # Paid</u>	<u>Amount</u>
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No Payments Made In This Time Period

CLIENT: 08211 -- CATALONIA

<u>Check #</u>	<u>Date Banked</u>	<u>Invoice # Paid</u>	<u>Amount</u>
TELX 005559	5/1/86	NY240080	\$ 12,500.00
WIRE 05869	6/16/86	Unapplied	12,500.00
		(on division 005)	

CLIENT: 08250 -- LEG STATE DEVELOPMENT CORP.

<u>Check #</u>	<u>Date Banked</u>	<u>Invoice # Paid</u>	<u>Amount</u>
3677	7/21/86	WA011255	\$ 1,000.06
3808	9/19/86	WA011301	664.13

**LEG STATE DEVELOPMENT CORP.**

**OOP 5/86 - 10/86**

Local phone, supplies, etc.	\$ 29.93
Food	1.00
Local transportation	18.00
Messenger	247.50
Postage	9.32
News wire Service	129.42
Reproduction	<u>231.52</u>
<b>TOTAL</b>	<b>\$666.69</b>



SEOUL OLYMPIC ORGANIZING COMMITTEE

OOP 5/86 - 10/86

Word Processing	\$ 15,222.56
Editorial Contact	292.46
Magazines & Subscriptions	121.99
Information Search	2,297.14
Local Transportation	606.69
Messenger Services	1,704.70
Miscellaneous	1,261.90
Newswire	2,314.39
Postage	471.45
Administrative Surcharge	7,378.42
Reproduction	1,250.63
Telephone & Telex	4,629.11
Travel	10,106.01
Audio Editing	714.72
A/V Supplies	236.00
Shipping	369.46
Televideo Prod.	1,641.43
Audio Duplicates	1,605.92
Consultants	2,210.11
Video Recording & Dist.	2,135.35
Clipping Service	493.40

TOTAL

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\$ 57,063.84

EMBRATUR

OOP 5/86 - 10/86

Reproduction Charges	\$ 2,671.95
Word Processing	1,662.42
Telephone	122.41
Slides, Conversions, Prints	6,614.16
Administrative Surcharge	2,084.35
Shipping	899.01
A/V Supplies	1,043.87
Editorial Contacts	320.20
Magazines & Subscriptions	741.46
Local Transportation	509.13
Postage	241.85
Travel	504.87
Information Bank Searches	139.88
Messenger	1,559.60
Photos	62.96
Releases, Mimeo, Mail	120.00
Audio Recording	288.31
Audio Duplicates	189.48
Equipment Rental	581.10
Supplies	17.75
Miscellaneous (flowers)	108.50
Meals	342.05
Freelancer	300.00
	<hr/>
TOTAL	\$ 21,125.31

SAUDI BASIC INDUSTRIES CORP.

OOP FOR BM/NY FOR SABIC

Storage	\$ 299.21
Air Freight and Shipping	4,695.28
Reproduction Charges	6,823.22
Telephone/Telex	7,319.36
Word Processing	24,416.58
Postage	170.23
Local Transportation	1,441.76
A/V Supplies	43.95
Press Clipping Service	2,496.71
Art Layout	240.00
Magazines & Subscriptions	563.88
Messengers	1,365.78
Offset Film	851.09
Releases	1,152.75
Office Supplies	146.96
Editorial Contact	5,960.86
Prints	1,033.62
Dues	1,330.00
Typography	196.55
Slides	52.14
Information Search	454.58
Meal Expenses	243.73
Travel	879.68
Market Research	3,340.45
Film, Tape, Dubs	956.93
Televideo News Release/Distribution	<u>6,484.95</u>

TOTAL

\$ 72,960.25  
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CATALONIA

Invitations - Printing and Mailing	\$ 1,177.94
Telephone and Telex	338.67
Newsire Service	205.90
Video Dubs	216.56
Travel	207.24
Account Team Briefing	140.00
Photography	269.39
Shipping	168.20
Messenger Service	175.30
Administrative Surcharge	<u>750.00</u>

TOTAL

\$ 3,649.20  
=====

PETROLEOS DE VENEZUELA, S.A.

OOP 5/86 - 10/86

Press Clipping Service	\$ 10,473.88
Word Processing	4,637.24
Magazines & Subscriptions	85.84
Local Transportation	221.60
Copying	541.96
Shipping	402.59
Telephone	961.30
Messenger Service	1,125.07
Printing	2,737.76
Information Bank Services	2,543.95
Postage	21.35
Editorial Contact	114.05
A/V Supplies	

TOTAL

\$ 23,866.59  
=====

THOMPSON, S.A. (New York)

OOP 5/86 - 10/86

Travel/Expenses	\$ 5,365.14
Postage	22.50
Local Transportation	280.67
Telephone	14.39

TOTAL

\$ 5,682.70  
=====

THOMSON, S.A. (Washington)

OOP 5/86 - 10/86

Local phone, supplies, etc.	\$103.52
Long distance telephone	15.40
Reproduction	8.32
Shipping	<u>15.82</u>
<b>TOTAL</b>	<b>\$143.06</b>

## Attachment(s) VI

Individual

<u>Date</u>	<u>Amount</u>	<u>Name of Political Organization</u>	<u>Name of Candidate</u>
6/27/86	\$ 500	Metzenbaum for Senate	Howard Metzenbaum
4/30/86	100	Billings for Congress	Leon Billings
4/30/86	100	Harriett Woods for Senate	Harriett Woods
4/30/86	500	Leahy for Senate	Patrick Leahy
9/1/86	1,000	Committee for America's Future	n/a
4/30/86	1,000	Graham for Senate	Bob Graham
4/30/86	250	Adams for Senate	Brock Adams
4/30/86	1,000	Hollings for Senate	Ernest Hollings
6/1/86	500	Milkulski for Senate	Barbara Mikulski
4/30/86	250	Edgar for Senate	Bob Edgar
5/6/86	100	Edgar for Senate	Bob Edgar
5/12/86	100	Billings for Congress	Leon Billings
5/29/86	75	Townsend for Congress	Kathleen Townsend
6/17/86	300	Synar for Congress	Mike Synar
10/29/86	250	Reid for Senate	Harry Reid

UNITED STATES DEPARTMENT OF JUSTICE  
REGISTRATION UNIT  
CRIMINAL DIVISION  
WASHINGTON, D.C. 20530

NOTICE

Please answer the following questions and return this sheet in triplicate with your supplemental statement:

1. Is your answer to Item 16 of Section V (Political Propaganda - page 7 of Form OBD-64 - Supplemental Statement):

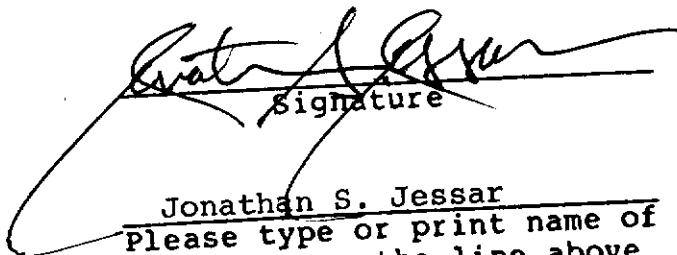
Yes X or No                     

(If your answer to question 1 is "yes" do not answer question 2 of this form.)

2. Do you disseminate any material in connection with your registration:

Yes                      or No                     

(If your answer to question 2 is "yes" please forward for our review copies of all such material including: films, film catalogs, posters, brochures, press releases, etc. which you have disseminated during the past six months.)

  
Signature

11/24/86  
Date

Jonathan S. Jessar  
Please type or print name of signatory on the line above

Senior Vice President and General Manager  
Title

RECEIVED  
CRIMINAL DIVISION  
NOV 24 4 11 PM '86  
INTERNAL SECURITY  
SECTION  
REGISTRATION UNIT